

Agenda: July 2025



FE221

Calgary- Sandman Hotel

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Calgary, AB T2P 3J3
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Meeting Room: Great Room 1

Thursday, July 17, 2025

8:00 AM – 5:00 PM 20 Group Meeting

Friday, July 18, 2025

8:00 AM – 4:30 PM 20 Group Meeting

Highly detailed and sensitive operational information will likely be shared at this meeting. Let us be reminded of the confidential nature of the information and the importance of compliance with the antitrust laws. Our purpose is to enhance the performance of each group Member's operations through individual decisions and actions of each Member. There are to be no agreements, oral, tacit, or otherwise, by which coordinated or cooperative actions are to be taken, whether in connection with buying or selling either goods or services. Similarly, though we may discuss manufacturers and their practices, no concerted or cooperative action, other than expressing our views on a subject, are to be taken.

Moderator and Client Success Specialist Team

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Executive Committee

Greg Mosness

Chairperson

Group Listserv

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Composite Run Date

The group-requested mandatory run date for your composite is the **25th of every month***.

*The group or the NCM team may select a run date before/after the mandatory monthly run date to use current data for a meeting composite. The deadline will be communicated to the group if it is running earlier or later than normally scheduled.

What to Bring

Pre-Meeting Homework

- ☐ Be prepared to discuss Opportunities for growth next 18 months.
- ☐ Complete online portion of How's Business by July 14, 2025.
- ☐ Have Best Idea submitted by July 14, 2025.

Thursday, July 17, 2025

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|-----------------|--|
| 8:00 AM | WELCOME AND CONFIDENTIALITY CHAIRMAN & MODERATOR <ul style="list-style-type: none">• Welcome• Confidentiality Reminder – Outside of meeting, conventions, manufacturer and vendor meetings, restaurants, email, pictures, etc.• Review Agenda• Dealer Items to Cover – Parking Lot• Guest – Welcome visitor |
| 8:15 AM | HOW'S BUSINESS? BEST AND WORST IDEA SINCE OUR LAST MEETING? |
| 10:00 AM | BREAK |
| 10:15 AM | FARM DEPOT INTRODUCTIONS |
| 10:45 AM | STATE OF THE INDUSTRY <ul style="list-style-type: none">• Industry Trends• 20 Group Average vs. Industry• Compare My Dealership |
| 11:15 AM | IDENTIFYING HIGH IMPACT AREAS |
| 12:00 PM | LUNCH |
| 1:00 PM | IDENTIFYING HIGH IMPACT AREAS RECAP |

1:15 PM DEALER 1 DEVIATION REPORT – WHERE ARE WE HEADED?

2:15 PM BREAK

2:15PM DEALER 2 DEVIATION REPORT – WHERE ARE WE HEADED?

3:00PM DEALER 3 DEVIATION REPORT – WHERE ARE WE HEADED?

3:45 PM JOHN SCHMEISER- VISORPRO

5:00 PM ADJOURN

Dinner - 6:30 THE LOCAL PUBLIC EATERY.

Friday, July 18, 2025

8:00 AM DEALER 4 DEVIATION REPORT – WHERE ARE WE HEADED?

8:45AM DEALER 5 DEVIATION REPORT – WHERE ARE WE HEADED?

9:30 AM BREAK

9:45 AM DEALER 6 DEVIATION REPORT – WHERE ARE WE HEADED?

10:45 AM DEALER 7 DEVIATION REPORT – WHERE ARE WE HEADED?

12:00 PM LUNCH

1:00 PM OBJECTIVE REVIEW OF LAST MEETING

2:30 PM BREAK

2:45 PM BEST IDEA

3:30PM CHAIR / CO-CHAIR NOMINATIONS

4:00PM NEW MEMBER VOTE

4:30 PM ADJOURN

Future Meeting Dates: discussion

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